

**DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT
DIVISION OF COMMUNITY AFFAIRS**

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**CDBG**

**Community Development Block Grant Program
Economic Development Allocation**

MANAGEMENT MEMORANDUM

Memorandum Number: 01-14

TO: All Eligible Jurisdictions and Interested Parties

DATE: December 19, 2001

SUBJECT: The 1st Annual New Wave Economic Development Conference

Purpose of this memo:

The Golden State Capital Network and California Association for Local Economic Development (CALED), in association with the State CDBG Program, Economic Development Allocation, are hosting a two-day intensive conference focused on a new model for creating sustainable economic activity in communities historically left out of the technology boom. These and related questions will be discussed by experts from around the state. Panel discussions sharing the latest developments in incubating and accelerating fast-growing enterprises will be presented. Additionally, economic developers will see examples of early-stage growth companies from throughout California in action as they make their pitches to angel and venture capital investors.

Costs to attend of this conference are an eligible CDBG General Admin expense.

For specific topics and a list of speakers see the attached flyer.

For further information:

Please contact the Larry Davis, EDBG Program Manager at (916) 322-9864.

Golden State Capital Network and CALED In Association With the State CDBG Program

Present

The 1st Annual New Wave Economic Development Conference

“New Models for Accelerating Your Early-Stage Growth Companies”

February 11-12 Hyatt Regency Capitol Park, Sacramento

Price: \$275 (or \$199 early-bird rate for registration prior to January 11)

Visit www.goldencapital.net/events to register and view the full agenda

Or call 530-893-8828

An exciting new model for driving sustainable economic activity is emerging in communities historically left out of the technology boom. Economic development leaders are creating conditions attractive to early-stage growth companies, creating high-paying, long-term employment opportunities, increasing their tax bases, and promoting a higher quality of life.

What are their secrets? How are they finding and growing these firms in their infancy? What are the factors of production needed to replicate their success in your community? Hear first hand what early-stage growth companies need to thrive in your community.

Golden State Capital Network and CALED, in association with the State CDBG Program, are hosting a two-day intensive conference focused on these and related questions. Experts from around the state will participate in panel discussions sharing the latest developments in incubating and accelerating fast-growing enterprises. Additionally, economic developers will see examples of early-stage growth companies from throughout California in action as they make their pitches to angel and venture capital investors.

Expert Panels, Including:

Setting the Table - The importance of early-stage growth companies to a local or regional economic development effort. Learn about the new rules and tools.

Panelists:

- **James McGibney**, founder and board member of San Francisco-based **SecuraTrak, Inc.**, a fast-growth wireless start-up company, will provide commentary on vital issues related to growing an early-stage company from an entrepreneur CEO perspective.
- **Charles Wolfe**, President and CEO of **Claggett Wolfe Associates**. Mr. Wolfe's economic and management consulting firm specializes in the formation and growth of business ventures in rural and urban settings.
- **Joe Raguso**, Deputy Secretary, Division of Science, Technology and Innovation for the California Technology, Trade & Commerce Agency [tentative]. Prior to his role as Deputy Secretary, Mr. Raguso served as the President and CEO of the San Diego Regional Technology Alliance. Joe's extensive career in both the public and private sectors yields dozens of gems for economic developers to consider when working with local technology companies.

Finding Your Start-Up and Emerging Growth Companies - the processes and programs successfully implemented to identify promising early-stage companies.

Panelists:

- **Mark Zetter**, founder, **AMPLIFY Ventures**. Mark will introduce an innovative new program called V3 that uses web-based tools to educate and mentor early-stage growth companies. V3 has initially been implemented as a demonstration project in the central San Joaquin Valley.
- **Chris Soderquist**, founder, **Venture Lab**, a Sacramento-based innovation accelerator fostering the development of high-growth companies by marrying the versatility of a small and flexible organization with the assets and resources of a large enterprise.
- **Nora Moore Jimenez**, Director, **UC Davis CONNECT**, brings an academic background in corporate finance with an emphasis on strategic planning and offers insight about a university's role in fostering entrepreneurial enterprises.

Building Your Community's Infrastructure - the different types of infrastructure essential in fostering an environment for the success of early-stage growth companies.

Panelists:

- **Roger Akers**, Managing Partner, **Akers Capital**, with 20+ years in technology related environments; Roger invests in early-stage technology companies across the Western U.S. Roger provides the investor's perspective on what communities must do to foster an environment conducive to early-stage growth companies.
- **Steve Rubin**, Managing Director, **Satori Partners** has extensive experience in working with technology, and service based companies. His particular emphasis is business development, marketing and sales strategies. Steve offers keen insights on ways to marry economic development goals with unique approaches for expanding your local technology companies.

Financing Your Community's Early Stage Growth Companies – developing an “equity culture”, cultivating local and regional “Angel” investment groups.

Panelists:

- **Joe Milam**, President, **Legacy Capital Management, Inc.** is responsible for the formation and development of Legacy Capital, a fee-only equity money management firm that works closely with individuals and family groups in managing the responsibilities of wealth. Joe is creating a program to organize angel investors in communities across the country.
- **Larry Davis**, Program Manager, **Economic Development Program, Department of Housing and Community Development**, including the Community Development Block Grant-Economic Development Allocation, Central Valley Infrastructure Grant Program, Jobs- Housing Balance ED Planning Grants and the Child Care Facilities Financing Program. Larry will describe various ways in which the CDBG Program can assist your community's early-stage growth companies.
- **Jim Kitchel**, **Sacramento Angels and Bonnevest Ventures**. Jim has a 25-year history as an entrepreneur, venture capitalist and national speaker on capital formation and IPOs. He has funded or co-funded 10 startup companies, four of which were NASDAQ IPOs. Jim has been involved in economic development efforts throughout the country, including Austin, Texas and Denver, Colorado.